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The International Shoe and Leather Weekly

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Like other children, Miss
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cut-a-way of toe area in photo.)



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UNITED SHOE MACHINERY CORPORATION BOSTON, MASS.

Coming Events

Oct. 14-18, 1951-Advance Boston Spring Shoe Showing, sponsored by New Eng-land Shoe and Leather Association. Hotels Statler and Touraine and manufacturers'

Oct. 20, 1951—38th annual banquet of New York Shoe Superintendents and Fore-men's Association. Hotel St. George, Brooklyn, N. Y.

Oct. 21-24, 1951—Canadian Shoe and Leather Convention in Montreal, Quebec,

Oct. 24, 1951—Fall Meeting of National Hide Association. Sovereign Hotel, Chicago, Ill.

Oct. 25-26, 1951—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago, Ill.

Oct. 29-Nov. 1, 1951 - National Shoe Cet. 29-Nov. 1, 1991 — National Shoe Fair, sponsored by National Shoe Manu-facturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Nov. 11-14, 1951 — Spring Shoe Show, aponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dalica, Tex.

Nov. 25-29, 1951 — Popular Price Shoe Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Jan. 26-30, 1952 — Mid-Atlantic Shoe Show. The Ambassador. Atlantic City, N. J.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

Oct. 23-24, 1952-Annual Fall Meeting, Tanners' Council of America, Inc. Edge-water Beach Hotel, Chicago, Ill.



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THE NEWS

HIDE AND LEATHER MARKETS HOLD STEADY SENATE VOTES TO RESTORE SLAUGHTER QUOTAS HIDE IMPORTS RISE 44.8% FOR 7 MONTHS CHARGE PLASTIC WELTING MONOPOLY NINE MONTHS SHOE OUTPUT OFF 2.9%

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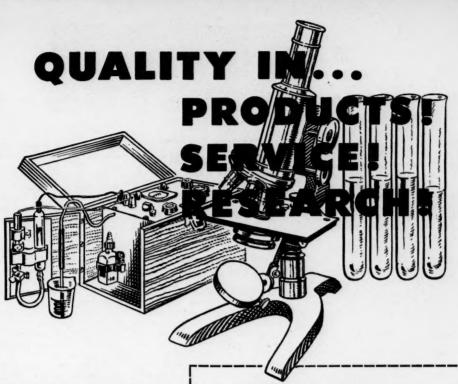
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September 29, 1951

LEATHER and SHOES

NOT ONLY AMERICANS WEAR SHOES

Opportunity: three-fourths of the world's people wear no shoes

THERE'S the story about the Englishman and the American, both of them shoe salesmen, on a ship bound for Africa. They had been assigned by their respective companies to investigate the prospects of shoe business in Africa. When the ship arrived in port, both men hurried inland to meet the natives and investigate the sales outlook.

The American rushed back to the port town, telegraphed his home office: "No prospects here. Everyone barefooted. Taking next ship home."

The Englishman also rushed back to town, wired home: "Send consignment for one hundred thousand pairs. Everyone barefooted here. Sales

prospects wonderful."

Same situation, simply two different viewpoints. And now it proves to be more than just a story. Colin Richards, an enterprising English shoe salesman, has just sailed for Africa where he plans to invade the jungles and sell shoes to the millions of natives there. His shoe store will consist of an elaborately equipped truck and trailer, designed by the British Bata Shoe Company, and completely stocked with footwear. Leaving no detail undone, the trailer will blare out music through an amplifying system, in addition to sales talks in many African dialects, explaining the blessings and advantages of wearing shoes. In addition, motion pictures will show that it is really a social asset to wear shoes. In short, the enterprising Richards will deliver everything short of a free bar-

The great majority of Africa's 175,000,000 population wears no shoes. This hasn't deterred enterprising shoe men, but rather has inspired them. For example, one shoe manufacturer is developing a fine shoe business in the African Congo, and a large share of those sales consists of—fashion footwear. He states that American shoe men failed to crash this potential market because they have made an apathetic effort—tried to sell ordinary American styles rather than types designed especially for Congo tastes.

Land S Editorial

Reprints available at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1008-2000, 2½c each; 5000 or over, 1½c each.

In India, only about 30,000,000 of the country's 400,000,000 wear shoes habitually. But Bata, who saw this as a challenge and an opportunity, now operates the world's largest shoe plant (15,000 employes), has some 3,000 modern shoe stores spread throughout India-and many of these stores even have a chiropodist in attendance. If eventually every native of India buys only one pair of shoes a year, that country's shoe output annually will come pretty close to matching that of the U.S. In 1930, India and Pakistan consumed only 5,000,000 pairs of leather shoes. But by last year this had risen to 40,000,-000 pairs. That's an increase of 800 percent in 20 years. At the same rate, by the year 1970 India's leather shoe consumption should be around 320,000,000 pairs annually-a very substantial market.

Enormous Increases

India is hardly unique in this respect. In the same 20-year period, Mexico's consumption of leather footwear has increased 300 percent; Argentina's 110 percent; Brazil's 130 percent; Peru's 300 percent; Malaya's 250 percent; New Zealand's 110 percent. The whole of Africa has shown an increase of over 100 percent; the whole of Asia more than 100 percent; the whole of South America by about 115 percent; Centrial America 150 percent.

While the United States is proud of its per capita shoe consumption of over three pairs, the world's highest, Europe has a per capita consumption of less than one pair; South America slightly more than a half pair; Asia a half pair; and Africa only one-tenth of one pair. The United States alone produces about 43 percent of the world's annual total of 1,200,000,000 pairs of leather

footwear, while it has only about seven percent of the world's population.

Now, all this adds up to a very significant fact: while people of other countries are spending a greater share of their consumer dollars for footwear, in the United States the consumers are spending a smaller share on footwear. In fact, since the end of the war, shoes have been steadily receiving a declining share of the consumer dollar. In 1950 only 1.55 percent of consumer spending went for shoes—the smallest amount in the past 20 years; and in 1949 the figure was 1.60 percent, the next lowest year.

This may indicate a very interesting trend. While the American shoe consumption market is the world's largest, we can perhaps expect it to dominate a smaller share of the world's market with each passing decade. In the past 20 years, U. S. annual shoe production has risen 50 percent. But the rate of increase has been substantially greater in other countries or areas throughout the world. Hypothetically, if the U. S. per capita consumption of 3.15 represents a "saturation point" (as is indicated by consumption statistics for the past several decades), then further shoe sales increases will depend upon population increases.

Other countries or areas, however, are a long way from such a saturation point. Per capita consumption of leather footwear outside of the U. S. averages less than one-half pair per capita. An increase to one pair would raise world shoe consumption by some 700,000,000 pairs; and two pairs would raise it 1,400,000,000.

And the trend is in just that direction. All of which signifies that U. S. shoe producers—whose annual exports are less than two percent of total production—should start eyeing world markets and the potential opportunities.

It all reverts to something called viewpoint." For while the pessimist sees discouragement in every opportunity, the optimist sees opportunity in every discouragement.

in sole leather that lets bones function freely



Besides flexing easily with each movement of the foot, the fibre-structure of England Walton soles provides a resilient surface that cushions bones nasurally — without pushing them out of place or allowing them to sag.

In this way, good sole leather is always a health-promoting factor—not only in orthopedic shoes but in every type of footwear.

And in England Walton sole leathers expert oak bark tanning brings out the fullest benefits of this important feature.

Today, more than ever before, it pays to give a value-minded public all the advantages its money can buy. Make sure you get—and give—the sales-building advantages of England Walton sole leathers.

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Stylescope

Space Shoes!

newest craze for kids

The world-of-tomorrow is here. Rocket ship replaces horse and saddle. Atom gun takes place of six-shooter. Manufacturers, licensed to make Space Patrol clothing and paraphernalia for boys, are doing a booming business. Retailers, offering futuristic items, report they've never seen anything like it. Kids, former Hoppy fans, going crazy about space stuff. (See Space Patrol boot story and picture, page 16.)

Miss Forbes, with an imaginative eye focused on doings in the universe, creates this wardrobe of space shoes for boys. The first, reading top to bottom, is the space loafer, in grey suede or smooth leather base, saddle and back stay with bright blue plug and radio message streak. Smooth treatment on moccasin instead of handsewn effect as on old Indiam types.

Grey Everywhere

Second is the space dress shoe, a brown oxford for school or dress, with silver grey rocket-shaped eyelets and tail ends—grey stitching for the back fire. The tear-drop shaped eyelets can be made with either a metal rudder attached or a piece of silver metallic leather to give rudder effect. Silver grey astronomical motifs (can be burnt in and then painted with metallic paint) on the plug, silver grey laces, and streamlined smooth rolled moccasin.

The space slipper is third, in royal blue felt with light blue collar and piping up gypsy seam. Silver grey painted radio tower and message streak on collar and silver grey astronomical motifs on base of slipper. Thick sole treatment for outer space use to keep them on ground because of less gravity (the kids know what this means).

Fourth is the space boot in blue smooth leather with thick blue crepe sole for outer space use, and metallic silver gusset up front and radio wave streak.

Suggested promotional names—cosmic shoes; rocket shoes; planet boots.



Designs By Joyce Forbes, N. Y.



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TESTING LEATHER FOR FOOTWEAR

New methods give shoe manufacturers quality assurance

By William T. Roddy

Department of Basic Science in Tanning Research

University of Cincinnati

The characteristics of the finished leather are all-important in the sale and acceptance of leather. We look at leathers in the sorting room, and based upon feel and their reaction to physical stresses such as flexing, folding, stretching and recovery, we are able to grade the leather. Characteristics such as weight, thickness, tightness, looseness and such defects as cuts, scars, disease lesions and other mechanical damages are all to be given consideration.

In all of the above instances we depend upon the personal element. No two sorters will give the same grading but in a practical way they agree to a most satisfactory extent. Through the cooperation of several firms and the Quartermaster General, there were some 200 lots of experimental side leathers made in lots of 15-30 sides each.

When we had these sides at Cincinnati we obtained the services of leather sorters from two of the large shoe manufacturers and two from large tanneries. When they had individually and separately inspected and examined each side of every lot, their classifications were listed. They were all in agreement on which sides were acceptable for use in military shoes and which were not. (Some of the leathers were purposely made with too little chrome or too little retannage or grease, so we definitely expected to find some which were unsatisfactory.)

When we looked at the grading results, the average of each sorter's grading was about the same as each other sorter but it was not necessarily the same for each individual side. However, when we had sampled each side in each lot and made physical

tests, we found a much better basis for acceptance or rejection. This brings me to the meat of my subject: physical testing of leather.

Physical tests are required in all Federal and Military specifications. Such tests permit the buyer to determine whether he is getting what he has contracted to buy. The physical tests indicate the service properties of the leather.

Physical Properties

We all know that leather has good strength characteristics. On side leather, when determining stitch tear strength, it takes about 80 to 100 pounds to pull a wire paper clip through small holes placed 1/4 inch apart and 1/4 inch in from each side and the one end of the specimen. Twenty-five to 35 pounds are required to tear through the cross-sectional plane of side leather when determining tongue tear strength. For tensile strength, where a dumbbell-shaped specimen is used, it takes as much as 250 pounds to break specimens of side leather through the ½ inch width of the dumbbell specimen which is arranged so that the specimen will break at this point.

An important physical property of side leather is its resistance to grain crack. Most side leather shows no grain crack at a pressure of 300 pounds per square inch. The leather also shows very good resistance to flexing action.

Because of the interspace between the fibers of leather it has good porosity. It is capable of absorbing water, of passing water vapor, and when properly oiled it can resist water penetration without greatly reducing its ability to absorb water or pass water vapor.

As an example of what can be done by physical tests to determine physical properties of leather, we can test the little fiber bundles which you see when leather is torn. These fiber bundles can be teased from the skin. hide or leather and used in the same manner as larger specimens. The fibers have great strength. It takes from 0.1 lb. to over 2 lbs. to break them. These same fibers can be put under a microscope and their shrinkage temperature determined. They show the same shrinkage temperature as the large specimen when tested. It is the interlocking and interplacing of the fibers which makes for the 250 lbs. required when the large specimens are tested.

The physical properties of leather have long been known. However, it has been only in recent years that sound test methods have been developed to measure these physical properties.

THE TESTS

The tests for measuring the physical properties of leather have had an interesting development beginning with crude methods tried in the tanneries which subsequently lead to the modern apparatus and the test methods now used. Tear resistance and strength tests used in the tanneries were put on a sound basis by the adoption of laboratory test methods. The boil test for leather was modified and an apparatus developed to measure the exact temperature at which shrinkage occurred. Our present method of measuring grain crack was probably an outgrowth of folding the leather grain out and creas-ing it on itself. The results depended completely upon the force used by the person testing the leather.

(Continued on Page 31)

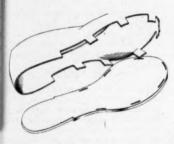
NEW IDEAS IN SHOE CONSTRUCTION

Ways to achieve quality and economy in making footwear

SLIP-LASTED CONSTRUCTION

The illustration shows one of several ways of designing a shoe upper so as to leave tabs that may be alternately lapped over the shoe bottom and onto the welt edge in flanging fashion. These tabs may be closer cut and be more numerous. Each tab must have a corresponding and opposing slot opening in the insole blank.

The next step is to insert the tabs into the slots and therein cement them to the insole blank. This makes a completely prefabricated upper or slip-lasted upper similar to the California idea in that a last may now be inserted.



Now comes the matter of simulated construction that may take on the appearance of a Stitchdown, California, or Pre-Welt. Since the latter is the more desirable to many, it is a simple matter to attach the welting before the upper is tab-attached to the insole blank. And the very desirable part of this construction is that it no longer can be said that the Pre-Welt is weak due to its detachment from the insole. The bond, if the correct cement is used, may be as strong as Goodyear structure,

with all the lightness and flexibility of a Pre-Welt.

The Stitchdown effect is obvious from the illustrations. Here one problem of Stitchdown construction is removed: that of a flanged and crimped upper as difficult in lasting as in Rough Rounding before Goodyear Stitching. With this new development comes a smoother welt-attaching surface due to the use of tabs rather than the entire upper outwardly flanged.

Another important development is that of upper molding. The molding of heel parts has become so successful in slipper construction that no discussion of it is needed. But the active research going on to mold the foreparts of shoes may well develop into a highly significant shoe development, thus enhancing the value of this new approach in slip-lasted construction.

Inventor: United Shoe Machinery Corp., Boston; Pat. No. 2,538,170.

CUSTOM-MADE SHOE

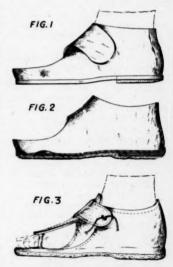
Of all the new methods of making molded shoes, this one approaches the matter with a simplified process limited largely to custom manufacturing. The foot in relaxed position is placed in a clay-like substance whose subsequent impression serves as a mold in which to cast the last from plaster of Paris.

Next, the lining is cut out of one piece of soft leather mulled and shaped to the last with cement. This cement attaching holds the lining in conformation to the last till the lining is so completely molded that it will not subsequently retract.

By the same method, insole material is attached to the bottom of the last. Next the insole, or pad, is trimmed and smoothed to the required shape.

All this is illustrated in Figures 1 and 2. But Figure 3 shows the complete shoe. Here may be seen the outsole of flexible material that is cement-attached to the shoe bottom.

Figure 3 shows also how the upper of the shoe is attached by



stitching to the lining. The upper is also cement-attached to the lining. The upper is probably cemented to the lining only in certain parts to prevent any wrinkling of the upper. The stitching illustrated is not done until the last is removed. How this last is removed remains a question.

Inventors: Frank Sherwin and A. A. Benson, Washington, D. C. Pat. No. 2,530,737.



Shoe price control front still inactive but OPS appears to have reached momentous decision. Agency now reported ready to discard formula-type controls in favor of dollar and cents ceilings for most soft goods, probably shoes included. All OPS needs before swinging into action is Congress' final position on Capehart and Herlong Amendments.

Action not expected before Jan. of next year. Big reason Congress is in such an eager mood to go home that bills may be left over until next year. One bloc of anti-administration Senators now reported planning to prolong various debates on Senate floor by introducing amendments to amendments, etc., possibly force Administration to give up drive for stronger controls. Betting is that Congress will recess before anything is solved, ceilings will remain as is until next year.

OPS now plans to set specific dollars and cents ceilings for manufacturers, wholesalers and retailers. Ceilings will conform, as presently planned, to Capehart and Herlong Amendments. Feeling is dollars and cents ceilings will not exceed present ceilings, probably be set at current market levels. OPS is basing present figuring on expectation Capehart Amendment will stand. Once a manufacturer's dollars and cents ceilings are set, he will be able to apply for Capehart increases. If Congress revises Capehart Amendment, OPS will change its program to fit situation.

Average work week in leather and shoe manufacturing industry eased off slightly in Aug. to 36.9 hours from an even 37 in July. Average weekly earnings remained fairly stable, however, at figure of \$46.83, a drop of 12c from \$46.95 earnings in July. Average work week in Aug. 1950 was 39.2 hours, while weekly earnings were \$46.49, a fair indication of how wage rates have risen since then. Average hourly earnings in industry were \$1.269 in both July and Aug., 1951, slightly above \$1.186 reported for Aug. 1950.

Government speechmakers still citing the price of combat boots as typical of price increases armed services have experienced since Korea. Ac-

tual figures show these headline seekers are well behind the times already. Many speakers still tend to use figures "loosely" at best, tend to create wrong impression in public.

Sorry example is one recent speaker who claimed price of pair of combat boots has risen from \$5 to \$11 since Korea. Latest manufacturers' bids on combat boots contracts were as low as \$8.41 per pair, considerably below \$11 still cited. Also, the \$5 low cited actually refers to World War II prices, which certainly have shown a gradual rise in ensuing years. It's time someone got on soapbox for shoe industry and showed consuming public that the industry is not trying to gouge consumers or military.

Both CIO and AFL are anxiously watching progress of McCarran Bill which cracks down on Communists in labor unions. Bill would allow employers to discharge, without penalty, any employe on record as member of any organization listed as subversive by Attorney General. It would also make it illegal for any Commie to serve as officer or representative of labor union, would void the NLRB certification of any union having such. Bill has no chance of passing this session but will be pushed next Jan.

CIO stands to gain as much as it loses from McCarran Bill. It might give employers right to discharge workers arbitrarily but employer charges would eventually have to be proved. On other hand, various unions which have been booted from CIO or "resigned," such as International Fur and Leather Workers, stand to lose more. Result could be to return many ex-CIO workers to the fold.

Prices of shoes and leather goods in Army and Air Force post exchanges expected to go up after Jan. 1, 1952. The \$60 million military appropriations bill now before joint committee would raise prices at these stores by making them pay part or all of overhead. Prices in these exchanges have been lower than those in Navy stores because Government has been paying all PX operating expenses, whereas Navy stores must pay part of their own overhead. Increase expected to be about 22%, thus narrowing competitive margin enjoyed by PX's over retail stores.

HIDE MARKET MARKS TIME AGAIN

SALES ACTIVITY SHOWS SHARP DECLINE

Tanners Await New Quotas Before Buying

Sales activity on the hide market, which in recent weeks served to bolster hide prices almost to ceiling levels again, declined sharply this week as Sept, permits approached an end. Allocations for the month were due to terminate on Saturday, Sept. 29, with Oct. quotas opening on Monday, Oct. 1.

Active buying by one of two large shoe manufacturers, various sole tanners, and specialty tanners during the first three weeks of Sept. had checked the descent of hide prices, then pushed them up until they were crowding OPS ceilings. Two selections, heavy native cows and heavy native steers, actually reached ceil-

The rush to buy died out this week. Packers reported one of the slimmest sales periods in a long time with only 3,000 hides sold by mid-week.

As Sept. allocations drew to a close, most tanners declared they were content to withdraw from the market again. Many had not been buying actively for several weeks but even those who had were now biding their time. Sole tanners who formerly claimed they had to keep buying hides despite a bullish market or close down tanneries were now saying they would consider closing rather than to continue to bolster the

Main reason for the slowdown was shoe manufacturers' reaction to higher leather prices, particularly in sole leathers. The sole market has been falling off steadily during the year, losing ground because of high prices to synthetics. Another increase in prices at this time would wreak havoc in the field, according to many sole tanners. Thus tanners are being forced into the position of staying off the hide market and curtailing or shutting down tannery operations or buying hides at advanced prices and watching higher-priced leather stagnate.

Majority of tanners felt the hide boom was false—induced by heavy buying by a large shoe firm with its own tanneries, and several sole and specialty tanners. Once these left the market and other tanners remained away, they reasoned, hide prices must soon come down again.

Although side leather tanners continued to sell a substantial volume of leather during the week, sales were concentrated in the lower-priced levels. Buyers showed little interest in higher quality leather which had been boosted from two to six cents a foot

Calf leather tanners were worried about the stronger tone in the raw skin market. They were still selling a good amount of leather but mainly in the cheaper grades. Another increase in skin prices would squeeze them hard, might scare away many recently reclaimed customers.

Speculation ran high on whether tanners would continue to hold out after Oct. hide allocations were announced. It was expected that permits for the month would run close to 100 percent again.

French, Shriner & Urner Lowers Prices

French, Shriner & Urner Mfg. Co., Boston, makers of men's high quality shoes, has reduced prices on its lines from \$1-\$2 at retail, according to letters sent to retail outlets this week.

No reason was given for the reductions although company spokesmen indicated it was due in part to recent easier leather prices. Officials emphasized, however, that prices would be increased again if the leather market strengthened over a long period.

Colonial Tanning Sales Hit New High

Officials of Colonial Tanning Co., Boston, expect bigger and better production and profits next year even though the company cracked all production records in fiscal 1951 and upped its dollar volume by \$4,339,-677 over 1950.

Joseph, Kivie and Archie—known as the Kaplan brothers—who head the firm, say that Colonial will exceed its 1951 sales volume of \$21, 019,458 in 1952. As proof, they cite the fact that Colonial has bettered its production and sales figures each year of its existence. In 1950, sales totaled \$16,679,782. In 1945, they were \$8,918,046 and in 1940, they amounted to \$3,139,165. Back in 1924, the Kaplans launched Colonial with an original investment of \$12,000.

NINE MONTHS' SHOE OUTPUT SEEN OF 2.9%

Council Says 7% Decline In Civilian Shoes

Production of footwear in September will approximate 42.5 million pairs, according to latest Tanners' Council estimates. This would represent a decrease of 3.3 percent from the 43,928,000 produced in the same month last year.

Production during August of this year was greater than expected, the Council added. In its revised estimate, the Council sets August output at 41,280,000 pairs or 15.4 percent below the 48,770,000 pairs turned out in August, 1950. Earlier, it had estimated August output at only 38,300,000 pairs or fully 21.4 percent below August a year ago.

For the nine months ended Sept. 30, production is estimated at 361,-771,000 pairs or only 2.9 percent below the 1950 period. However, these figures do not fully reflect the true decline in production over the period. Excluding military shoes, production of civilian shoes during the nine-month period probably declined at least seven percent.

Rulison Again Heads Fulton County Tanners

Fred Rulison of F. Rulison & Sons, Johnstown glove leather tanner, was re-elected president of the Tanners Association of Fulton County, N. Y., at the association's annual meeting held last week.

Other incumbent officers re-elected for the coming year were: Abraham S. Fink of Reliable Tanners, vice president; Kenneth Van Deusen, Gloversville Leather Co., treasurer; and Fred Simek, Independent Leather Co., secretary.

New directors named were: D. S. Van Santen, Karg Bros., Johnstown; Albert J. Mahoney, Alma Leather Co.; and Rulison.

Members have begun revision of the by-laws for the first time since the organization was founded in 1945. Revisions will be voted upon during a meeting in Oct. The association now numbers 17 tanneries on its membership roster.

FOR FIRST SEVEN MONTHS

Cattlehide imports during the first seven months of the year totaled 2,-154,000 pieces, an increase of 44.8 percent over the 1,488 hides imported in the comparable 1950 period, the Tanners' Council reports. Exports in the period totaled 312,000 hides against 206,000 last year.

Imports of calf and kip skins reached 1,982,000 skins for the seven months of 26.6 percent above the 1,566,000 skins for the 1950 period. Exports were 166,000 skins this year against 227,000 for last year.

Decreases were noted in imports of goatskins and lamb and sheep skins. Goatskins imported in the first seven months totaled 21,934,000 skins against 25,217,000 last year or a decline of 13 percent. Imports of sheep and lamb skins showed a sharp decline of 64 percent due mainly to dockworkers' strikes in New Zealand and Australia.

During July, incoming cattlehides amounted to 432,000 pieces against 258,000 in July, 1950. Exports were 23,000 against 21,000 last year. Calf and kip skins reached 355,000 pieces compared with 347,000 a year ago. However, exports fell to 2,000 skins against 25,000 a year ago.

against 25,000 a year ago.

Goat and kid skins were down to 276,000 skins from 300,000 a year ago. Sheep and lamb continued to

show large declines.

Major sources of July hide imports were Argentina (150,000), Brazil (134,000), Mexico (49,000), and Canada (41,000). Calf excluding kips were from Poland (130,000), France (31,000), Norway (21,000), New Zealand (21,000), and Canada (11,000). The 115,000 kips for the month came from Argentina (35,000), India (23,000), Canada (12,000), France (11,000), Brazil (10,000) anl Itlay (10,000.)

HIDE AND SKIN IMPORTS ANALYZED

			EXPORTS				IM	PORTS	
		July			os. Total	Jul	y July	7 Mo	s. Total
(000 Omitted) Leather	Unit	1951	1950	1951	1950	1951	1950	1951	1950
Sole	Pounds	83	43	337	331	459	403	2,623	1,575
Belting	Pounds	4	2	17	15	148	86	990	525
Upper	Sq. Ft.	1,776	2,120	12,953	17,906	545	1,080	6,668	5,723
Lining	Sq. Ft.	301	297	1,817	3,024	248	335	1,645	1,548
Glove, Garment	Sq. Ft.	75	213	1,767	1,983	72	297	3,189	2,319
Bag, Case	Sq. Ft.	17	39	162	321	104	36	813	396
Upholstery Raw Stock	Sq. Ft.	49	39	210	223	-	104	205	167
Cattlehides	Hides	23	21	312	206	432	258	2,154	1,488
Calf and Kip	Skins	2	25	166	227	355	347	1,982	1,566
Goat and Kid	Skins	-	_	_	_	3,136	3,479	21,934	25,217
Cabrettas	Skins	-	-	_	_	276	300	2,517	2,333
Shearlings	Skins	-	_		-	8	267	325	1,759
Pickled Sheep	Skins	32	107	416	599	850	2,991	4,861	13,500
Wooled Skins	Skins		_	_	_	45	112	625	1,248

Argentina May Devaluate

Rumors that the Argentine Government is about to devaluate the peso again gained credence this week as local hide exporters reported few if any hides available. With the domestic market advancing well over 10 percent in prices, it became almost impossible to purchase even small quantities of hides at cheap prices.

Trade sources anticipated an-

Trade sources anticipated announcement of a 35 percent devaluation of the peso within the next few

weeks.

Hide exports have declined appreciably this year. As of July 31, exports were some 1.4 million pieces below the comparable 1950 period. Slaughter has declined to one-third of last year's figure. Last big reported sale was IAPI's sale several

weeks ago of 500,000 frigorifico hides via Sweden to Iron Curtain countries,

Dr. Theis To Address New England Tanners

The New England Tanners Production Club, organized last year for the tanning and related industries in the area, will open its 1951-1952 season with a dinner-meeting Oct. 19, at the Hawthorne Hotel, Salem, Mass.

Highlight of the meeting will be an address by Dr. E. R. Theis, director of the Lehigh University School of Chemical Engineering. Members will discuss plans for the coming season which include talks by outstanding figures in the tanning industry.

UNION TO SEEK 51/2% PAY HIKE IN NEW YORK

Wage Talks With 3 Groups Begin Soon

New York shoe manufacturers will shortly face a five and one-half percent increase in labor costs to add to their woes. The increase will be incorporated in new contract demands by Joint Council 13, United Shoe Workers of America, CIO, which represents the majority of shoe workers in the area.

Isidore Rosenberg, controversial manager of the Council, reports it will demand a package increase totaling the five and one-half percent through combined increases in take home pay and medical and welfare

benefits.

Demands will soon be set before the New York Shoe Manufacturers Board of Trade, the National Association of Slipper and Playshoe Manufacturers, and the Stitchdown Shoe Manufacturers Association, the three leading trade groups in the area.

Present contract with the Board of Trade expires Nov. 15 with wage talks scheduled for early Oct. Contracts with the Slipper Association and the Stitchdown Association expire Feb. 15, 1952 and March 31, 1952, respectively.

Union members were given a 10 percent hourly wage increase in Jan. of this year after a 12-day general walkout, first of its kind in the New

York shoe industry.

Puerto Rico Gets Juvenile Shoe Plant

Officers of Vaisey-Bristol Shoe Co., Rochester, N. Y., manufacturer of infants' and children's shoes, will open a new plant in Puerto Rico by March 1, 1952, according to company spokesmen. The plant will be used for the production of children's and infants' lines identical to those produced in Rochester.

The Puerto Rico firm will be headed by Robert A. Bristol, vice president and treasurer of Vaisey-Bristol, as president and general manager, and Spencer Vaisey, sales manager of the Rochester firm and son of president Samuel Vaisey, as

vice president.

Bristol emphasized that the new firm is a separate enterprise from the Rochester firm. As yet unnamed, it is one of the many companies that the Government of Puerto Rico has invited to set up a unit in the island in order to give its economy a muchneeded shot in the arm.

JULY OUTPUT OF FOOTWEAR

13% LOWER THAN IN JUNE

Shoe and slipper production in July, approximating 32,000,000 pairs, was 13 percent under the June output of 37,000,000 pairs and 10 percent less than in July 1950, according to the Bureau of Census, Department of Commerce.

Women's shoe, sandal and playshoe output in July was off 4 percent, dropping from 15.4 million pairs in June to 14.7 million pairs in July. In July, 1950, production totalled 16.6 million pairs.

Men's shoes totalled 6.9 million pairs in July, 25 percent less than the June output of 9.2 million pairs. In July, 1950, men's shoes totalled 6.9 million pairs.

Housewear slipper production totalled 3.4 million pairs in both June and July 1951, and in July, 1950, production totalled 4 million pairs.

Shipments in July, totalling 34 million pairs were valued at \$141 million, an average value per pair shipped of \$4.18. In June, the average was \$4.19, and in July 1950, the average was \$3.48.

Comparative production figures for June and July, 1951 and July 1950, and the percent of change from the two earlier periods are shown in the following table:

Accurate Shoe Gets "Space Patrol" Rights

Accurate Shoe Corp. of Brooklyn, N. Y., has obtained license from Mike Moser Enterprises, promoter of TV's "Space Patrol" show, to use the name "Space Patrol" in the manufacture of boys' footwear.

Since the company went into production of Space Patrol boots, approximately three weeks ago, pairage orders have reached a total of between 40,000 and 50,000. Some of the retailers who have ordered are Hudson's in Detroit, Goldblatt Bros. in Chicago, Tom McAn stores throughout the country and Bamburger's in Newark. Macy's in New York has already stocked the boot and began promotion of it with an ad in the Sept. 23 issue of the N.Y. Times.



Spokesman for Accurate reports that inquiries have been pouring in and national distribution is planned. Future production plans include a Space Patrol slipper, also.

Nineteen manufacturers of various items of boys' clothing and paraphernalia have been licensed to produce Space Patrol articles. The Brooklyn shoe firm is the only licensed shoe manufacturer.

In its Aug. 11 issue, Leather And Shoes called attention to the fact that May's department store in Los Angeles had to call in the cops to control the 30,000 kids who jammed the store for Space Patrol shirts, helmets, pajamas, etc. No shoes.

Predicting that the world-of-tomorrow items were the coming thing with all the potential of replacing Western theme bound to run stale, L&S stated at that time that boys' footwear manufacturers were missing the boat on a colorful and new promotion.

In this issue, L&S presents four original designs on this theme by Miss Joyce Forbes, New York shoe stylist. (See page 9.)

SHOE PRODUCTION ANALYZED

	(the	Production usands of pairs	(nts		t change 1951 with—
Kind of footwear	July 1951	June - 1951	July 1950	June 1951	July 1950
Shoes and slippers, total	31,757	36,669	35,465	-13	-10
hoes, sandals, and playshoes	27,929	32,782	30,954	-15	-10
Men's	6,873	9,214	6,897	-25	********
Youths' and boys'	1,132	1,284	1,334	-12	-15
Women's	14,689	15,380	16,595	- 4	-11
Misses'	1,758	2,245	2,196	-22	20
Children's	1,550	2,044	1,763	-24	-12
Infants'	1,202	1,681	1,316	-28	- 9
Babies'	725	934	853	22	15
thletic	152	211	263	-28	-42
lippers for housewear	3,419	3,412	4,026		-15
ther footwear	257	264	222	- 3	+16

More detailed figures on production and shipments of shoes and slippers for July 1951 will be available in Facts for Industry, Series M68A-71, which will be released shortly.

RAWSTOCK IMPORTS UP

Imports of hides and skins in July zoomed to an even \$15,000,000 in value, a gain of \$1,600,000 over June and exceeding July 1950 by some \$3,300,000, the Census Bureau reports. The monthly average in 1950 was only \$9,900,000, compared to pre-war monthly average of \$3,900,000 in 1939.

Leather semi-manufactures imported in July were valued at \$2,200,000, gaining \$200,000 over June and \$100,000 over July 1950. Finished leather manufactures were imported to the total value in July of \$2,200,000, which was \$800,000 larger than June and fully \$1,300,000 ahead of July 1950.

Bureau officials say these figures reflect the current picture accurately in relation to "normal" pre-Korean days, since July 1950 figures had not then begun to include stepped-up import buying. Orders are generally placed months earlier than the month of import-record.

Exports of semi-manufactures of leather in July also gained, being at \$1,600,000 in comparison to \$1,300,000 for June, and same for July 1950.

International Calls Upon Conciliator

Contract negotiations between International Shoe Co., world's largest shoe manufacturer, and United Shoe Workers of America, CIO, were due to resume in St. Louis this coming week in the presence of a U.S. Conciliator, according to James Lee Johnson, International industrial relations director.

The present contract was extended from Sept. 30 to Oct. 15 just prior to a recess agreed upon by both parties. Johnson said union and company officials felt it would benefit both sides if further negotiations on "operational matters" were held with a conciliator.

MILITARY BIDS AND AWARDS

Tooling Leather

October 11, 1951—Army invitation QM-30-280-52-272 covering 809 skins sheepskin tooling leather, El Morocco, brown, 100 percent domestic pack, stock No. 11-445-200. Delivery rate of 209 skins by Nov. 30, 200 each by Dec. 15, Jan. 15, and Feb. 15 to St. Louis Medical Depot. Opening at 1:00 p.m. in New York.

Quebracho Powder

October 24, 1951—Navy Invitation No. 9634 covering 6,000 lbs. quebracho tannin, technical grade powder, 65 percent tannin content, packaged in 100-lb. bags, Stock No. G 51-T-4375. Delivery during Nov. at 2,000 lbs. to Washington, D. C.; 2,000 lbs. to Charleston, S. C.; 2,000 lbs. to Pensacola, Fla.; and 1,000 lbs. to Clearfield, Utah. Opening at 2:00 p.m. in New York.

AWARD WOMEN'S SHOES

Savoy Shoe Co., Inc., Elizabethtown, Pa., has been awarded contract by the New York Quartermaster Procurement Agency on QM-30-280-52-154 covering 14,304 pairs of women's low quarter white shoes. Total dollar value, on the basis of \$4.45 per pair, is \$63,652.80. Procurement is for the Army.

OPEN OVERSHOE BIDS

There were three bidders at the opening of Navy Invitation No. 9485, with the Bristol Manufacturing Corp., Bristol, R. I., the low bidder. Bristol offered to supply 45,000 pair arctic overshoes for either destination (a) Mechanicsburg, Pa.; or (b) Clearfield, Utah, at \$4.95 per pair for (a) and \$5.13 per pair for (b). In an alternate bid Bristol offered to supply 45,000 pair f.o.b. Bristol, R. I., at \$4.85 per pair; terms were net, 30 days acceptance.

U. S. Rubber Co., Naugatuck, Conn., offered to supply the total quantity (a) 60,000 pair, (b) 40,000 pair, at \$5.10 per pair for (a) and \$5.25 per pair for (b); terms were net, 20 days acceptance.

Hood Rubber Co., Watertown, Mass., bid for 40,000 pair destination (b) at \$5.18; 20 days acceptance, net.

CHARGE PLASTIC WELTING MONOPOLY

\$300,000 Damages Sought From Five Firms

Cee Bee Manufacturing Co., Inc., Brooklyn manufacturer of plastic welting, has filed complaint charging violation of the Sherman and Clayton Anti-Trust Acts against Wright-Batchelder Corp., United Shoe Machinery Corp., Compo Shoe Machinery Corp., Shoe Patents Corp. and the Okonite Co.

Specifically, the complaint charges the five firms with conspiracy in maintaining a monopoly in the manufacture, use and distribution of plastic welting in the shoe industry.

Treble damages totaling \$300,000 are sought on charges the five defendants entered into patent, royalty and manufacturing agreements on plastic welting in order to prevent other firms from competing or entering in the field.

Plaintiff also asks judgment giving it the right to manufacture, sell, use and distribute the plastic welting regardless of patents held by defendants and for judgment to have these patents declared invalid.

THE BATTLE OF THE BULGES



Product specialization is inherently sound. But volume growth—the natural reward for a job well done—is too often throttled by insufficient working capital.

If a business is factorable, the money is available from Crompton.

This service continuously converts receivables into cash...no credits...no risks. The flow of extra working capital is regulated by actual sales. Your battle with the distribution bulges is over.

You build up financial strength to expand. The additional volume absorbs overhead and cuts down unit costs. Specialization pays bigger returns...which is the reason why Crompton financing can make such a big difference in earnings.

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CROMPTON-RICHMOND CO., INC.

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SUN AND FUN AT CHICAGO HIDE OUTING











Chicago Hide Group Enjoys
Outina

With 55 golfers among the 100 industry executives who attended the annual outing of the Hide and Leather Association of Chicago at Glen Flora Country Club, Waukegan, Ill., on Sept. 20, a gala time was had by all. Top golfing honors went to J. Sheron. Jack Miller and C. S. Howell tied for second spot and P. Kreutz and R. Anderson were tied for third place.

In top photo, R. C. Weiding, Fred W. Graff, Jr., H. J. Jordan, T. S. Kiernan and Murray Jordan, all of Griess-Pfleger Tanning Co. Second photo, W. D. Scott, William J. Pfeil, Bill Tefft and Harold Woollacott. Third photo, John Lindquist and Jack Miller pay off Pete Gebhardt. Botton, left, Art Carlson and Frank Crystal; right, Harry Jordan and Bob Stern. Ed Aulson, Tom Kiernan and Fred Graff were in charge.

ROSSI ARTICLES AID DISABLED FOOT CLINIC

Articles written by William A. Rossi, editor of LEATHER AND SHOES, for various medical, professional and trade magazines, have contributed "in large measure" to a 100 percent increase in work now being handled by the National Shoe Foundation for Disabled Feet, the National Shoe Manufacturers Association reports.

The association reports that activities of the foundation have been "stepped up perceptibly" during the months of July and Aug. "This is due in large measure to excellent articles which have appeared in various medical, professional and trade magazines, plus promotional work by shoe manufacturers and the staff."

In its March 10, 1951 issue, LEATHER AND SHOES published "Bright Hope For Problem Feet" in which Rossi described fully work of the Foundation in providing shoes for disabled feet of all kinds. This was followed by articles—also written by him—appearing in the June issue of the Journal of the National Association of Chiropodists and the July issue of the Journal of the American Osteopathic Association.

The Sept. 1 issue of Boot and Shoe Recorder carried a comprehensive article by Rossi on Foundation activities which resulted in increased interest from the retail trade.

The Foundation has arranged to have rubbers and overshoes made by several firms for the shoes it produces. Orders are now being taken at the Foundation's Boston offices.

LEATHER and SHOES

TANNERS' COUNCIL OF AMERICA

35TH ANNUAL MEETING

OCT. 24-26. 1951 EDGEWATER BEACH HOTEL, CHICAGO SCHEDULE OF EVENTS

Wednesday, October 24

12:30 p.m.-Luncheon-Finance Committee Meeting

2:00 p.m.-Hide Committee Meeting

3:00 p.m.—Nominating Committee Meeting 3:30 p.m.—Board of Directors Meeting

6:30 p.m.-Board of Directors Dinner

Thursday, October 25

9:00 a.m.—Registration 10:30 a.m.—General Session

Following the President's Address and analysis of present conditions, the following subjects will be discussed: The executive editor of the New York Journal of Commerce will give an off-the-record discussion of the business outlook. An appraisal of the key position of U. S. demand in world raw material markets will be given by the head of the Leather Division of NPA. The chief of the Soft Goods Division of OPS will meet the tanning industry for the first time. Finally, an appraisal of marketing for the tan-ning industry will be presented by a former head of the American Marketing Association.

12:30 p.m.--Luncheon Session

Guest speaker at the Luncheon Session will be Senator Styles Bridges of New Hampshire. His subject will be the International Outlook.

2:30 p.m.-Group Meetings

Friday, October 26

9:00 a.m.-Registration

9:30 a.m.-General Session

Edward L. Drew, Council Economist, will head a panel discussing Domestic Raw Material Supply Prospects, Prospective Military Requirements, to be outlined by Daniel J. Danahy, Chief, Office of Procurement, Munitions Board, and Civilian Demand. An address on Tanning Machinery Research will be given by Clifford Roberts, United Shoe Machinery Corp. Summary remarks will be delivered by the Council's Executive Vice President, Irving R. Glass.

12:15 p.m.-Luncheon and Technical Session

Technical Session features a symposium on quality control. Participants will include Dr. Lollar, R. H. Richards, and Dr. Theis. Robert Lotz will speak on approaches to the improvement of research. Robert Koppenhoefer, president of the American Leather Chemists Association, will speak on fats and oils.

Leather Chemists Meet In London

The annual meeting of the International Union Leather Chemists Societies was held in London, England, on Sept. 10 with Dr. H. G. Turley, president-elect of the American Leather Chemists Association attending as official ALCA delegate. Dr. Joseph Kanagy of the U. S. National Bureau of Standards and other ALCA members were also present.

At a meeting of the Hide Powder Commission under M. Parsy, members were informed that American Standard Hide Powder batch 25 and

B 14 were approved.

Dr. A. Gannser of Switzerland presented data showing the analysis of Quebracho extract with American, British, French and German hide powders. The various powders were almost equal in quality except for the German material which gave somewhat lower values for tannin. Gannser proposed that equal parts of each hide powder be used for an International Method.

The Leather Analysis Commission voted to operate in two sections under Chemical Analysis and Physical Analysis. Each member society will appoint a member to each section. Methods tested by the Commission will be forwarded to the various societies for consideration.

The Tannin Analysis Commission agreed that all representatives of member societies will submit within the next six months the methods now employed in the respective societies. It is expected that a proposed Inter-national Method will be formulated by combining the best features of methods employed by ALCA and the French Society.

· Tico Shoe Corp., New York, is opening a Boston office at 109 Lincoln St.

DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK R. A. Brea-Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

BABY CALF LEATHERS

BOSTON—Bergman & Brookhouse, 112 Beach St. ST. LOUIS AND SOUTHWEST: O. B. Dahm. 51. LOUIS AND SOUTHWEST: O. B. Dahm, 1602 Locust St., St. Louis, Mo. MILWAUKE—H. I. Stewart, 918 North 4th St. ENGLAND—Davis Canadian Leathers Ltd., 3 Granby St., Leicester.

DOMINION CALF LEATHERS

CINCINNATI-J. R. Kueven, 626 Broadway. CALIFORNIA-A. J. & J. R. Cook Co. Los Angeles—1220 Maple Ave. San Francisco—237 Eighth St.

HERY— DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA

CARR LEATHER CO.

69 SOUTH ST.

BOSTON



LEATHER MARKETS SPOTTY WITH PRICES BIG ISSUE

Buyers Resist Price Advances Despite Strength Of Hide Market

Biggest slowdown reported in sole leathers. Bellies hard hit. Cheaper grades of calf move well. Side still moves. Suede splits active.

New York Markets

Upper Leather: Over the past five weeks or so business in side upper leather has improved considerably and it is figured that the Eastern seaboard has sold about 47 million feet of leather over this period as against about 37 million feet over the comparable period last year.

About the average price obtained for large spread elk sides was 55c and down and now, due to the higher cost of hides, prices have worked up to 60-61c and down. However, business has slowed up since lists were put up to the 60-61c levels and this week was not like the last 4 or 5.

New York did not participate in quite the activity as did the New England area. Even when prices were down to the 50-53c and down levels trading in New York was not described as overly active. Now that leather prices have been advanced to the 60-61c levels New York tanners say they have not had a sale at the new prices. Shoe manufacturers seem to think that 55c and down was about the top price they could pay and make shoes that would sell, they definitely resist the new asking prices.

Tanners have backed away from the hide market, and are reluctant to even duplicate last paid levels for hides. Many traders think the present advances in leather and raw stock are only temporary.

Calfskins: Business in women's weight smooth and suede calfskins not too active here. Prices on smooth calf seem to range from \$1.00 and down while on suede it is \$1.10 and down. Trading mostly in the cheaper grades of calf.

Sole Leather: Business has been better in bends and it is understood heavies are trading at 75c, middle weights at 88c and lights at 98c. Bellies remain the poor end of the sole leather market and trading in steer bellies has been going on at 45c with one trade said involving 4 cars. Cows hard to quote, but about 40c is said the market; some sell below but the quality may not be number 1. Double rough shoul-

ders selling at 85c for tannery run and 87c for men's waist belts. Single shoulders not moving very well and lights are selling at 74c and heavies at 70c. Good business reported in heads at 30-31c.

Sole Slower

Sole leather tanners in Boston area report another slowdown. Improved sales activity of last week suddenly disappears.

Price apparently the big factor. Until this week, sole tanners have been fairly active in hide market, helped contribute to its recent strength. Tanners said they were forced to buy hides just to keep tanneries going. On the other hand, replacement of hide stocks at higher prices led tanners to quote higher leather prices. This is one big reason for sales slowdown this week.

Some tanners, unable to get advances, say they will remain out of hide market until present strength there is neutralized. Action may force some tanners to reduce operations or even close down but they are determined to prove hide price boom is false.

Most tanners ask 72-75c for heavy bends but sales reported only at 70c and down. Mediums quoted at 76-82c and higher but buyers interested only at lower range. Some tanners asking up to 88c or higher for light bends but find few sales above 85c.

Sole leather tanners of Philadelphia say business is just about the same as it was last week. Prices have gone up. However the market is still unsettled to a degree where tanners do not yet think a quotation of prices is advisable because it probably will not hold for any length of time. There is some demand for every type of leather handled by sole leather men, and asking prices are met.

Offal Quieter

Not much doing, say Boston sole leather offal tanners and dealers. Market is hard hit by recent hide price advances, particularly with shoe manufacturers strongly resisting leather price advances at this time. Most buyers seem convinced that leather market cannot hold at present levels as long as shoe sales remain slow.

With civilian innersole business at very low ebb, interest in bellies hits bottom. For instance, steer bellies, quoted up to 52c by some tanners, find sales only at 45c and below. A few sales even reported at 42c. Cow bellies drag at top quote of 44c; do some business at 40c and below. Strength of last week disappears.

Light single shoulders with heads on only fair at 69-72c; a drop of approximately 3c from last week's quotations. Heavies are slow at 58-63c. Double rough shoulders bring 85-87c generally. Heads and shanks quiet at last week's prices.

Calf Moving

Calf tanners in Boston report fairly good sales activity but only in the cheaper grades. News that calfskin market in firming with packers asking 3-4c more per pound highly disturbing to tanners who feel further price advances at this time would be extremely bad for business. They point out that many shoe manufacturers returned to calf recently when prices became competitive with side and kips again. Another advance might drive them out of market again.

Best business in women's weights but strictly in lower price lines. Smooth calf listed generally at \$1.00 and down but sales made in volume

at 60c and down.

Men's weights lag, particularly in quality grades at \$1.10 and down. Better grades can be had at 5c or more below lists. Some business at grades below 90. Suede calf moderate.

Sheep Constant

Sheep leather tanners in Boston report no change. Prices remain around previous levels; sales level about same. Some price resistance seen as buyers hear about new arrivals of pickled skins. Skin situation still difficult, however, and tanners cannot do much about finished leather prices.

Russet linings move fairly well. Specialty linings sell at 34c and down. Boot linings move at 26-30c. Shoe linings fair at 25-26c. Colors slower at 26-27c. Chrome not very active at 34c and down to 30c. Hat sweat and garment same.

Side Still Moving

Despite fairly good activity in Boston side leather market, tanners show little inclination to buy hides at present prices. Most tanners have been buying rawstock in dribs and drabs and these are now determined to stay out of market as long as possible, possibly force down hide prices. They point to fact that most hide sales have been to one of two large shoe manufacturers and tanners trying to bolster hide market.

Many tanners who upped lists average of 2c last week find few takers, are forced to sell leather for less. There is good interest in market but only in lower prices. New prices find few takers except for need. Interest in large spread elk up to 55c now. Kips up an average of 2c.

Splits Same

Biggest sales interest in Boston splits market remains in heavy suede splits. These still in demand in upper 40's although emphasis is on lower grades. Tanners find 50c grades slow. Light suede splits not anywhere near as active; prices in upper 30's and down.

Linings only fair, say tanners. Prices still listed between 20-30c but few sales reported above 25c. Gussets still moving as is work shoe.

Kid on Ropes

Kid leather tanners of Philadelphia claim business just about dead. Buying is spotty, with manufacturers buying a "little bit here and there" as they need it for fill-in. Nothing in particular in demand.

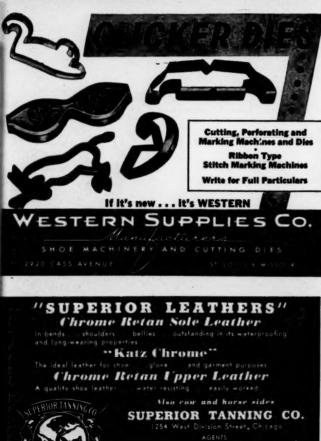
In suede and glazed, black leads in what sales are made. Colors still remain in the sample stage in glazed; to date little has materialized in actual orders.

Linings little in demand at this time. Slipper remains extremely slow, both with slipper men and cow-









boy boot manufacturers. Aside from individual cases, crushed and satin mats are practically dead.

Prices are arrived at when sales are discussed—there is "negotiation in prices" in practically every instance. On the whole, sales are made 3c to 4c off published lists.

Rawskins definitely lower but still considered too high by tanners, and no one is buying too much. An occasional exception to this is the tanner who stocks up at this period, buying when prices are low. However, most are not able to do this.

No one expects rawskins to go much lower, even if little buying continues, since prices are not controlled just by buying but also by cost of production. If prices drop too low and are not sufficient to make a profit as well as pay cost of rail and water transportation, etc., shippers will just withdraw rawskins from the market rather than ship and sell at a loss, as has been done in the past.

Average Prices

Suede 45c-95c Glazed 35c-\$1.05 Linings 30c-60c Slipper 35c-70c Satin mats 69c-\$1.20 Crushed 35c-80c

Belting Climbing

Belting leather tanners of Philadelphia find the picture similar to last week's. Business still definitely on the upswing, although not to the degree hoped for by the tanners. Rough leather price increases have been as much as 5c over the previous week's. However tanners still claim they have no prices to quote for publication since things have not firmed up to a degree where there is a steady, unchanged price.

Curriers find activity just about the same, with no spectacular increase over the last two or three weeks. Price lists still seem to hold for the most part. In some instances prices are set according to the customer, and quantity of the purchase.

AVERAGE CURRIED BELITING PRICES CURRENT IN PHILADELPHIA

CURRENT IN PHILADELPHIA
Curried Belting Best Selec. No. 2 No. 3
Butt bends . 1.65-1.70 1.60-1.66 1.55-1.60
Centers 12" . 1.95-2.03 1.35-1.90 1.68-1.85
Centers 24"-28" 1.99-1.96 1.84-1.88 1.70-1.79
Centers 30" . 1.94-1.92 1.79-1.78 1.73-1.77
Wide sides . 1.55-1.62 1.51-1.58 1.44-1.54
Narrow sides . 1.45-1.56 1.39-1.51 1.33-1.19
Additional premiums: extra heavy 10c; light 7c; extra light 14c.

Glove Leathers Drag

No change in this market since last week. Considerable inquiry about prices for the coming year but current business is confined to small "fill-in" sales.

Tanning Materials Slow

Tanning Materials moving slowly for the most part. Some considered too high by tanners and are not moving at all. Sumac and East African Mangrove Bark meeting with price resistance.

Raw Tanning Materials
Divi Divi, 42% basis shipment, bags \$100.00
Wattle bark, ton "Fair Average" \$106.50
Sumac, 28% leaf
Myrobalans, J. 1's\$60.00-\$61.00 Crushed \$79.00-\$80.00 J. 2's\$54.00-\$55.00
R. 1's\$58.00-\$60.00
Valonia Cups, 3-32% guaranteed\$62.00 Valonia Beards, 42% guaranteed \$82.00-\$84.00
Mangrove Bark, 30% So. Am
Mangrove Bark, 38% East African\$81.50
Tanning Extracts

Mangrove Bark, 30% 80. Am	\$57.00 \$81.50
Tanning Extracts	
Chestnut Extract, Liquid (basis	
25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	
Chestnut Extract, Powdered (basis	0.00
60% tannin), f.o.b. plant	
Bags, c.l	10.92
Bags, 1.c.1	11.65
Cutch, solid Borneo, 55% tannin,	
plus duty	.08
Gambier Extract, 25% tannin.	
bbls	.12
hemlock extract, 25% tannin, tk. cars	
f.o.b. works	.0525
Bbls., c.l	.05%
Oak bark extract, 25% tannin, lb.	
bbls. 61/2-6%, tks	.0634
Quebracho extract	
Solid, ord., basis 63% tannin, c.l.	
plus duty	31/64
plus duty	2 3/16
Liquid, basis 35% tannin, bbis	
Wattle bark, extract, solid (plus duty)	.111/
Powdered super spruce, bags, c.l05¼; l.c.l	.0534
Spruce extract, tks., f.o.b. wks	01.80
Powdered valonia extract, 63% tannin .9	
Tanners' Oils	
Castor oil No. 1 C.P. drs. l.c.l	3314
Sulphonated castor oil, 75%	33
Cod Oil, Nfid., loose basis	1 40
Cod, sulphonated, pure 25% moisture.	17 "
Cod, sulphonated, pure 25% moisture	15
Cod, sulphonated, 50% added mineral	
Linseed oil tks., c.l. zone 1	.176

Linseed on tks., c.i. zone 1	.176
drums, I.c.l	.186
Neatsfoot, 20° C.T	.39
Neatsfoot, 30° C.T	.37
Neatsfoot, prime drums, c.l	.22
1.c.l	.23
Neatsfoot, sulphonated, 75%	.21
Olive, denatured, drs. gal	2.60
Waterless Moellon	.19
Artificial Moellon, 25% moisture	.141
Chamois Moellon	.151
Common degras	.141
Neutral degras	
Sulphonated Tallow, 75%	.19
Sulphonated Tallow, 50%	.131
Sponging compound	.15
Split oil	.14
Sulphonated sperm, 25% water	.19
Petroleum Olls, 200 seconds visc., tks.,	
Total Carrier Seconds Tiber, ther,	

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HIDE MARKETS SLACKEN AS TANNERS AWAIT NEW QUOTAS

Hide Sales Slimmest In Weeks; Tanners Look For Lower Prices

Demand for hides rather sluggish early this week. Some tanners have filled their Sept. permits and are out of the market until next week when Oct. allocations are scheduled. However, those tanners who still could take on more hides to fill this month's quotas do not seem anxious to huy.

While leather business has been somewhat better and some advances in prices secured in both sole and upper, it is realized that shoe manufacturers will resist any further raises because many of them have reduced prices on various lines of shoes. The shoe price cuts were made because the manufacturers were able to purchase leather in recent weeks at considerably lower prices. Some manufacturers, however, have admitted that in reducing shoe price lines, they are gambling that future leather prices will advance very little.

On sales made in the big packer hide market early this week, specialty tanner interest was a feature for heavy native cows but demand from these outlets subsequently diminished as orders were filled. More hides of this type as well as all other selections were offered at ceiling prices but tanners hesitated to duplicate even last trading levels. Lower bids were again reported on heavy native steers and heavy native cows, the only two selections that have actually reached their ceiling prices.

The kill by big packers seemed to improve a little at some plants despite the fact that the larger killers turned down an Army request for beef due to insufficient supplies. Small packer kill in certain sections has fallen off a little due to beef being a little more difficult to sell because of consumer resistance to prevailing high prices. There has been no perceptible increase in production of country hides although an upturn in the country kill usually occurs when colder weather arrives.

While there has been a little improvement in the kill by big packers, it is still considered below normal and trade advices, taking the small packer and country hide markets into consideration, believe that Oct. allocations will be reduced.

More inquiries for kips this week and higher prices quoted in the east as well as for midwestern small packer productions. Big packers pretty well sold up except for one killer who had considerably higher ideas on both calf and kip than buyers were willing to pay. Interest in calf skins was indicated mostly at steady prices in the midwest but some advances were recorded in the New York market. Demand, however, not very broad.

Hides At Standstill One of slimmest trading weeks in a long time developed this week when a grand total of about 3,000 hides sold from Big 4 packers. Hides sold were entirely heavy steers and cows quoted at ceilings.

Many tanners did not fill and showed no desire to fill. Permits for Sept. end Saturday of this week; Oct. permits will be effective Monday, but the term of next permits and the percentage of allocation have not yet been announced.

Small packers very quiet, laterweek indications pointing to a possible easing of values. The general level, still nominally 10% under Table I, is indicated as a possible 15% under Table I, but trading has not developed yet.

Country hides very quiet, not very well defined because of the uncertainty in the small packers and the lack of activity in the big packers. There are hides around that fail to attract interest.

Skins Stiffen

Market stronger on packers selections, particularly kipskins. However, no business could be found. Tanners just have no idea where to trade.

Calfskins stronger but not overly so. However, pressure from kip may force quotations higher than normal. Offerings of calf were made on the basis of 55c for heavies, but no activity. Lights were valued at more by the sellers, but they had none to offer.

Kipskins rumored as bid up to 52½c, but this could not be confirmed. An indication of a 50c bid was heard, also heard as refused. The feeling for kip is stronger than that for calf.

Horsehides Quiet

Very quiet this week, values holding around \$10.50 on the buyers ideas of 70# trimmed Midwestern hides, sellers asking \$11 and \$11.50. Fronts held around \$8.50, but best interest around \$8.25 for larger

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OU	OT	ATIC	NS	5				
•	1	resent	W	eek Ago	,		Ye	ar Ago
Light native steers		35		35		331/2	32	1/2-33 1/2
Heavy native steers		33		33		30		37
Ex. light native steers		37N		37N		39	32	12-341/2
Light native cows	34	-35	34	-35	30	-31	33	-33 1/2
Heavy native cows		34		34		311/2		23N
Native bulls		221/2		22 1/2		24		29
Heavy Texas steers		27		27		30		31
Light Texas steers		341/2		341/2		341/2		34
Ex. light Texas steers		37		37		37		29
Butt branded steers	28	-281/2	28	-28 1/2		25		281/2
Colorado steers		27 1/2		27 1/2		241/2	31	-311/2
Branded cows		31		31		29		22N
Branded bulls		22N		22N		19	75	-80
Packer calfskins		55cN	45	-47 1/2	45	-55	58	-60N
Packer kipskins		52 1/2 N	35	-40	37	-42		63

fronts, \$7.75 to \$8.00 on others. Butts quotable around \$3, asking prices higher.

Offerings not plentiful, but there are far more hides around than there is demand. Garment business nil, glove trade activity restricted.

Sheep Pelts Same

Pelt market remains unchanged; shearlings a little better. Spring lambs slow, unwanted except for the best and most suitable Mouton selections, and where buyers cannot find No. 1 shearlings and fall clips. Best quotations are \$3 per cwt. liveweight basis, for best lots.

The No. 1 shearling market is called \$3.25, with higher money asked by big packers. Some No. 2's sold at \$2.10, No. 3's at \$1.65 in business this week, which shows a little better tone from garment people for the very slow production 2's and 3's. Fall clips salable at \$3.50 per piece, accumulations small.

Pickled skins holding at \$14 per dozen, some talking \$15 per dozen on best big packer lines. Little interest.

Dry Sheepskins Lag

Most buying quarters state that with the women's leather and glove business practically at a standstill, they have no incentive to purchase raw stock. Business being done in the men's heavier weights.

Hair sheep markets slow and nominal. Offerings of Brazil cabrettas at \$13.50 c&f. for regulars failed to interest buyers. Bids generally not being made though some indications around \$12 heard. Some shippers have talk higher along with \$19 for specials. Addis-abbeba slaughterers, 175/180-lbs., available at \$13.50 while cables state that U.K. willing to pay 150 shillings for Cape Town glovers, basis primes, whereas buyers here have considerably lower views. Last confirmed sales of Nigerians at 58c per lb. for Kanos, basis primes. Dry salted Sudans, Mombasas and Mochas nominal in absence of sales.

Very little business in foreign shearlings but cables state that primary markets continue firm. Europe paying 34 pence for Cape ½-½ inch and 42 pence for ½-1 inch skins. Australian asking prices also considerably above the ideas of buyers here.

Although Australian wool sheep-

skin auctions continue to decline, pullers here are showing practically no interest, claiming that until there is improvement in wool, they will be out of the sheepskin market. At Melbourne, 56s and up declined 12 pence, under 56s, 5-7 pence, pelts 6-10 pence and lambskins 2-3 pence and at Sydney, cross breds and lambskins declined 3-6 pence, others 4-12 pence with fine combing most affected.

Reptiles Quiet

Market quiet. Offerings of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, at from 62½-65c, as to shippers, have failed to interest buyers, whose ideas are still around 60c. However, sales can be made of the larger sizes, whips averaging 4¾ inches and 5 inches.

Cobras nominally quoted at 45c for 4 inches up, averaging 4½ inches, 70/30 selection. No demand for vipers. Siam market slow although some trading in Ring lizards at from \$1.20-1.25 for 25 centimeters and up, averaging around 30 centimeters, 60/40 selection. Further offers ranged from \$1.18-1.30, depending upon selections and shippers.

Malayan ring lizards held at \$1.40



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and \$1.35 tor Singapores. Some chouvres, 8 inches and up, averaging 2.8 kilos, available at 33c. No demand as spot lots of aers and chouyres remain unsold. Europe buying belly cut Bengal lizards while 5,000 back cut Bengals, 10 inches up, averaging $11\frac{1}{2}$ inches, 80/20 selection, offered at 63c c&f. and wet salted Calcutta oval grains, 40/40/20 assortment, 90/10 selection, at 271/oc.

Agras selling around 25c and more back cuts, 9 inches up, averaging 10 inches, 80/20 selection, available at 25c and skins 8 inches up, averaging 9 inches at 17c. About 1,000 wet salted ramgodies, 10 inches up, averaging 13/14 inches, 70/30 selection, sold at 13½c c&f. Brazils slow as season about finished for back cut tejus. Offers range from 57-65c, depending upon lots and shippers while giboias available at 75c fob.

Deerskins Firmer Brazil "jacks" have firmed up following sales at 74c fob., basis importers, as shippers have refused further bids at that level, asking from 76c up to 82c fob., as to sections and lots. Buyers slow to follow although for some better points, a premium might be paid. Some trading in Siam deerskins at 59c c&f., but owing to small available stocks, sellers generally have higher views. No offers of New Zealands but some Nicaraguans available at 75c fob. and Honduras at 80c fob.

Pigskins Static

A little business has developed to dealers and importers of Manaos grey peccaries at \$2.40 fob., basis importers. Buyers in Fulton County still out of the market as offers at \$2.65 basis manufacturers remain untaken. Shippers have made fur-ther offers around last prices and have solicited bids but few forth-

Bids of \$2.10 for grey and \$1.90 fob. for black Paras refused also \$2.00 for Bolivians with \$2.20 c&f. asked. Peruvians held above buyers views and no sales. Chaco carpinchos nominal around \$3.00 c&f.

Goatskins Firmer

Goatskin markets reported firmer at origin but offerings continue light. Tanners are doing little buying these days as leather sales remain at low ebb and price situation is weaker.

Offers of 1200 lb. Amritsars held from \$11.00-\$11.50 per dozen c&f. Some trading at lower level but tanners are wary. Sales of 1.70/1.80 lb. Deccans reported at \$11.00. Cocconadas draggy.

First sale since June of genuine Batis (weight 125 lbs.) selecting 35/ 50/15 made at \$13.75. Other Mochas firm and unchanged. Asking 51-52c per lb. c&f., basis extra lights, on West Province extra light goatskins. Tanners still offer 45c. Last trading on Red Kanos primes at \$1.05 but shippers now ask \$1.14-\$1.15. Mombasas very firm with shippers offering shade dried Kenya skins at \$11.00-\$12.00.

V. H. Brierley Promoted At North & Judd

Promotion of Vernon H. Brierley to vice president of North & Judd Mfg. Co., New Britain, Conn., manufacturer of shoe buckles, has been announced by Frederick L. Morrow, president.

Brierly has been merchandising manager of the firm since early last year. He will continue to direct sales to federal agencies and will be responsible for post-war planning and expansion of the company's products.

Other officers named at the annual meeting of the board of directors on Sept. 18 include Mr. Morrow, president, Mr. DeLoach and Mr. Frank, vice presidents; Mr. Borkowski, treasurer; W. H. Judd, Jr., secretary; F. J. Ward, assistant treasurer and assistant secretary; and M. N. Holmes, assistant treasurer.

Retires At Swift



Henry Clay Baumgardner, manager of Swift & Co.'s By-Products office in New York for the past 32 years, who has retired on pension after 36 years of service with the firm. Baumgardner joined Swift in Chicago during Sept., 1915 and was shortly transferred as a clerk to the New York By-Products office. After 18 months in the armed forces during World War I, he rejoined the firm as a salesman and was promoted to manager of the New York By-Products office on Dec. 1, 1919. He was recognized for his ability to train young men in the Swift Co. Baumgardner will be succeeded by D. M. Clute who has been in the By-Products office since 1946.

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News Quicks

About people and happenings coast to coast

New Hampshire

• Brown Co., Berlin, manufacturer of innersoles and other products, has inaugurated a pension system for all hourly paid employes, who will receive a minimum of \$100 per month including Social Security benefits. Workers will contribute one and one-half percent of the first \$3600 of their annual earnings and three percent of everything over this figure. The company will contribute the balance required. It is reported Brown Co. is also studying possible pension plans for salaried employes.

New Jersey

• Concord Chemical Co., Moorestown, is producing a new synthetic wax designed to duplicate Japan Wax in all essentials for the finishing of leather and other products. The wax offers the unusual property of self-emulsification and is marketed under the name "Aquawax." Current shipping price is under 40 cents per pound.

Pennsylvania

- Hussco Shoe Co., Honesdale, has announced expansion of its Huskies line of camp moccasins and wool-lined moccasin slippers to include women's sport oxfords and loafers. The new shoes include suede and elk bal oxfords, saddle oxfords, all white blucher, classic loafers and several stylized loafers. All are recommended to retail at \$5.95.
- H. J. West has been named technical director of American Cyanamid Co.'s plant in Bridgeville. He will direct development, pilot plant operations, raw material and finished product specification, and the control laboratory. He will also act as coordinator between the Bridgeville plant and the firm's consolidated research laboratories in Stamford, Conn.

Tennessee

• Charles W. Cook has been elected vice president of General Shoe Sales Corp., Nashville. An executive with the firm since 1931, he has been assistant vice president in charge of customer service, production planning, shipping and bookkeeping.

California

• Calwelt Shoe Co., Los Angeles shoe manufacturer, is planning to double its production capacity by Jan. of next year. The firm is erecting a 26,000 sq. ft. addition to its present plant and will hire another 150 workers. New facilities will cost an estimated \$175,000.

Delaware

• Emmet C. Thompson is retiring as general manager of the Grasselli Chemicals Department after 34 years with the E. I. du Pont de Nemours & Co., Inc., Wilmington. Thompson began as a plant superintendent with du Pont. He has been succeeded by Charles W. Davis, assistant general manager of the department since 1942.

Ohio

• Kenneth F. Trimble, Milwaukee sales manager for Gro-Cord Rubber Co., Lima manufacturer of composition soles and heels, has been named to succeed Bertram H. McLeod as general sales manager on Oct. 1. Ralph Hughes, St. Louis district manager, is resigning.

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Indiana

• Edward W. Holtz, secretary and general manager of Frederic H. Burnham Co., Michigan City manufacturer of all-leather gloves and mittens, was honored Sept. 27 at a company dinner. Holtz has been with the firm for over 40 years and is well known throughout the tanning and work glove industries. Thirty-one employes who have been with the Burnham Co. for 25 years or more were also honored guests at the event.

Missouri

• Estate of \$372,903 was left by Archie Pleasants Cone, president of Stephen-Putney Shoe Co., who died Sept. 5, according to his recently probated will. Bulk of the estate went to his wife and daughter.

Arkansas

Walter L. Doan has been promoted recently to foreman of the packing room at the Pocahontas plant of Brown Shoe Co. He was formerly assistant packing room foreman at the firm's Caruthersville, Mo., plant.

Illinois

• A display featuring services to industry was presented at the University Club, Chicago, on Sept. 19 by Dewey and Almy Chemical Co. of Cambridge, Mass., as part of the firm's program of information for its customers. Leather and shoe industry executives saw a display of products made by Dewey and Almy for them, and met executives from the food, textile, container, concrete, sporting goods, automotive and other industries.

Massachusetts

- Shoe machinery, sewing machines, dies, lasts, merchandise and office equipment of Geo. E. Keith Co. will be sold at public auction at 10:00 a.m., Oct. 3, on the premises at 125 Perkins Ave., Brockton. Auctioneers are Aaron Krock & Co.
- Shoe machinery of the Mortie Cohen Shoe Co., Inc., was liquidated at public auction on Sept. 28 at the company's offices, 82 Purchase St., Boston. T. R. Grossman and Co. were auctioneers.
- Factory equipment, woodworking machinery, dies, wood heel blocks of all sizes, and office equipment of S & L Wood Heel Co., Inc., were sold at public auction Sept. 26 on the premises at 6 Osgood St., Methuen, Mass. Aaron Krock & Co. were auctioneers.



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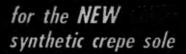
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WARD & KENNEDY CO. 1225 N. Water St., Milwaukee, Wis. HARRY ALBERT 3717 N. Inglewood Circle, Nashville, Tenn. JOSEPH ZIEGLER 5612 Glengate Lane, Cincinnati, Ohio Liquidation sale at auction of shoe manufacturing and stitching room equipment of Williams Shoe Machinery was held Sept. 25 at 334 Broad St., Lynn.

• Bert Manthorne, shoe designer and executive, has been named general sales manager of John Pilling Shoe Co., Lowell. Head buyer of women's shoes for G. R. Kinney Co., New York, over a period of 16 years, Manthorne more recently was active in the jobbing and distributing end of the business. He succeeds W. H. Ellice, recently resigned, and will be in charge of company sales to retail and yolume accounts.

• L. H. Hamel Leather Co., Haverhill, entertained two hide and skin executives from India recently. They were Osman Meharbakhsh, Bombay goatskin exporter, and H. L. Faiz of Kurachi, Pakistan, officer of Faiz and O'Hara Co. Both are active suppliers of raw skins for the Hamel firm.

New York

• Harold J. Krasner has resigned as general sales manager of Desco Shoe Corp., Long Island City, to open his own firm. The latter is tentatively named Krasco Sales Corp. of America and will provide sales and merchandising service for all types of shoe manufacturers. Krasner will be president of the new firm, with offices at the Marbridge Bldg. Desco is expected to name Krasner's successor within a few days.

 Ben Barnett has been named sales manager of Tropical Crafts Corp., New York. His offices will be located

in the Marbridge Bldg.

 Showing of main spring lines will be staged Nov. 5-9 by the Guild of Better Shoe Manufacturers, according to Charles Fox, Guild president. Members will show in their own showrooms as usual.

Creditors of Peppy Footwear, Inc., Brooklyn playshoes manufacturer, have appointed a committee to investigate debtor's affairs and confer with attorney for the purpose of making general recommendations to creditors. Statement of July 31 showed total assets of \$356,865 and liabilities of \$344,427.

Canada

 Ben Shoe Co., shoe manufacturer in Notre Dame des Anges, Que., has been discharged from bankruptcy by order of the Superior Court of Quebec.

 The recently opened new plant of Daoust LaLonde, Inc., in Montreal, Que., may possibly double the company's annual output of boots and shoes. Cost is estimated at \$500,000.

TESTING LEATHER

(Continued from Page 11)

While we have developed some test methods and apparatus which are used only by the leather industry, in many cases we are using the testing equipment already developed by other industries. All strength measurements are made on tensile strength machines designed primarily for measuring the tensile strength of wire and like materials. From the paper industry we adapted their Mullen tester for measuring grain crack and bursting strength. For measuring strength of small fibers from leather and hide we use test methods and apparatus designed by the textile industry. For measurements of the color fastness of leather we use an apparatus and procedure designed primarily for testing paints.

Physical tests for leather were put on a sound basis only 15 years ago. At that time the American Leather Chemists Association and the Leather Committee of the Federal Specification Board began work on developing and improving methods for measuring the physical properties of leather. It has been only within the last 10 years that the American Leather Chemists Association have adopted a number of physical tests as first provisional and subsequently

The Physical Testing Committee of the American Leather Chemists Association serves the function of trying physical test methods developed for leather and approving methods which prove of merit. At present one of the big jobs being done by the committee is a joint project with the Federal Specifications Board on the revision of Federal Specification KK-L-311. This is really a methods booklet and when it is printed it will be the most comprehensive treatise on leather evaluation.

The revised specification establishes methods for testing leather for compliance with the requirements of Federal Specifications and other government specifications. It is being prepared to eliminate unnecessary and undesirable variations in testing procedures. It lists 36 physical tests, 25 methods for chemical analysis and 3 methods for microbiological leater.

Sampling Studies

The first step in physical testing of leather is to select a representative area of a skin or hide for the tests. As an example let us consider side leather. It has been generally accepted that the area approximately 10-14 inches in from the root of the tail and one inch in from the back-

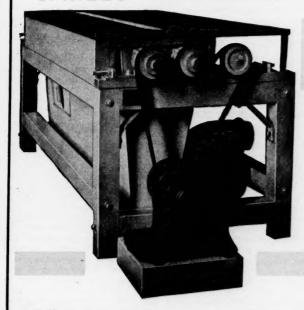
bone and large enough for the tests to be made was the best area. This is thought to be the most uniform area of a side.

The specimens for the various tests are usually cut parallel to the backbone. Different results are obtained if the samples are taken perpendicular to the backbone so an effort is made to secure the backbone orientation.

While the sampling just mentioned is still in use, a new sampling location has been suggested for side leather. This is a result of a sampling study made by the Quartermaster General. A series of leathers were sampled in 27 areas of a side and all of the important tests were made in each area. The results indicated that the area long used by tanners (the kidney area) was most representative of a side. This has now been adopted as the official sampling area in Federal and Military Specifications.

From their extensive statistical calculations on 30 sides of leather to determine the best sampling location, it was decided that an area seven inches in from the root of the tail and two inches in from the backbone should be used. From this area both samples for physical tests and chemical analysis will be cut. The samples for stitch tear and shrinkage

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temperature are to be taken perpendicular to the backbone.

The selection of the sample for chemical analysis is quite a departure from the composite sample now used for chemical analysis. Data collected at Cincinnati on the relation of the new area to that of the A, C, K, composite on seven tanners' leathers indicated that the leathers would pass the new proposed specification requirements.

Conditioning

After cutting the samples from the required location it is necessary to condition them for at least 48 hours in an atmosphere of $65 \pm 2\%$ relative humidity and at a temperature of $70^{\circ} \pm 5^{\circ}$ F. This conditioning is important in order to have comparable results. They are then measured for thickness or area and are ready to be tested.

For strength measurements like tensile strength, stitch tear strength, tongue tear strength and split tear strength, a dead weight type of instrument is used. The number of pounds required to break the leather is recorded. For measuring the grain crack or bursting strength, an instrument which pushes the leather from the flesh side outward by pressure in pounds per square inch is used. For shrinkage temperature an apparatus which records the exact temperature and the amount of shrinkage which occurs is used. For dynamic testing, equipment has been developed which incorporates flexing action while the tests are being conducted. Calibration of the equipment is necessary from time to time because machines can go out of adjustment.

Results

Because certain defects in leather cause variation in physical test results, the Government allows for these conditions in physical test requirements. For example, for bursting strength of Army side upper leather, less than 20 percent of the samples tested shall show grain crack at 300 pounds. In this case they are requiring that most of the leathers be free of grain crack at 300 pounds, but most leathers don't show grain crack at this pressure. For stitch tear strength the average shall not be less than 680 pounds per inch thickness. While most side leathers meet the 680 pound value specified, it has been found that due to hide allocation, the tanner of chrome retan leather is often forced to accept much heavier hides than his judg-

ment would suggest. When such heavy hides are split to give 51/2 to 6 ounce leather, the fibers of the corium are deeply cut and results in lower tear resistance. Also 680 pounds for 41/2 ounce and the same for 61/2 ounce is not a very sound requirement. This is being changed in the proposed modifications of MIL-L-3122 and values of 35 to 50 lbs. pull are required. This is a level that allows for a fair leeway on most side leathers. During the past year at Cincinnati we have taken part in a cooperative interlaboratory comparison of Army side leather from four tanneries. In regards to the physical test samples most were considerably above the minimum requirement of the specification.

Statistical Aspect of Data

Application of statistics to the data obtained indicates whether the results are meaningful. First, it is necessary to take sufficient samples. It is also better to take a single sample from each side and to have sufficient sides represented than to have fewer sides, take larger samples and run a number of duplicate tests for a given piece.

Because the Government is now proposing a new sampling position for the military leather, we are undertaking a retan analysis statistical project. Seven tanneries are sampling three sides of their leather for each of five days to give a weekly sample of 15 sides. This sampling procedure has proven adequate in the previous tests which we have conducted on Army side upper leather. Each week each of the seven cooperating laboratories doing the testing and analyses receive samples which they test.

When the work is complete we will have data on how well the leathers meet the specification requirements, the variation in testing and analysis from laboratory to laboratory and the correlation between the various test methods. Working in this cooperative manner a better set of data can be obtained in a short time. The real purpose of the project is to determine the soundness of the limits presently set on analyses and tests. It promises to have a far more important use also. It will furnish the basis of quality control charts and it is very possible that leather from a tanner who has a quality control program will be accepted without further testing or analysis. While the present work is on side upper leather for military purposes the design of the cooperative testing can be applied to all types of leather.

Application in Use

Physical tests when carried out in the manner explained serve as quality control data for each tanner. The test results give the tanner an indication of the range of values to be expected from his leather and how well his leather meets the average requirements of the specification. The results also indicate to the purchaser what type of leather he is obtaining on any given contract.

There are many other physical tests used primarily as research tools to obtain an indication of other specific characteristics such as porosity, water vapor permeability and water penetration. These tests, while not written into specifications as required tests are very useful in determining the features of leathers made with new tannages. The use of such tests readily tell whether the new tannages are similar to the regular production or whether they have additional merits.

Relationship of Physical Tests

On the series of experimental leathers prepared for the Government where tannage, retannage and grease contents were varied, the statistical data has now been summarized. Correlation coefficients were used to determine the relation of one test to another. This is a statistician's way of obtaining the exact degree of correlation. From the data it has been found that grain crack, bursting strength and tongue tear strength show some correlation with breaking strength. Stitch tear strength showed very poor correlation. Of importance in shoe manufacture is the fact that the correlation coefficients obtained would indicate that no single physical test gives the complete characteristics of the leather.

Also of interest in the data obtained is that chrome tannage when increased from 2.5 percent to 6.4 percent resulted in no significant dif-ference in stitch tear strength, tongue tear strength, breaking strength, bursting strength, and grain crack. No significant difference is the statistician's way of saying the test results are all about the same. The degree of retannage caused a significant difference in all tests. As the degree of retannage was increased from 34 percent to 58 percent, strength was decreased. Increasing the grease content from 23 percent to 35 percent caused no significant change in strength measurements except grain crack. Grain crack was decreased as the grease content was increased.

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Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

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Deaths

George C. Fatousis

c... 63, shoe manufacturer, died suddenly on Sept. 16 in a Boston, Mass., hospital after a short illness. He was head of the Fatousis Shoe Co., Inc., Lynn shoe firm. A native of Greece, Fatousis had lived in North Abington, Mass., for many years and had many years' experience in the shoe industry. He leaves his wife, Eunice, and several cousins.

Owen E. Fox

. . . 83, tanning executive, died Sept. 18 in Orange, N. J. A noted rowing champion back in the 1890's, Fox was a retired vice president of Radel Leather Mfg. Co., Newark tannery. He was captain of the four-oared shell crew of the former Newark Institute Boat Club which won the International championship in 1895 at Saratoga Lake. He was a familiar figure on the Passaic River until 10 years ago, rowing daily in his own shell. He leaves his wife, Sarah; three sons, Donald C., Eugene F., and John J.; a daughter, Mrs. Leo Flannery; and 12 grandchildren.

Charles A. McNeil

... 72, noted leather chemist, died Sept. 18 at his home in Hamilton, R. I. He retired several years ago after having served 46 years with General Dyestuff Corp. of New York. During the last 25 years of his association with the firm he was director of its leather laboratory. The son of a leather processing pioneer in the U. S., young McNeil received his education in chemistry at Frankfort, Ger-

many, despite having no formal college education. Upon his return to the U. S. he became one of the country's leading leather chemists and a consultant to the Government during two World Wars. He was a member of the American Leather Chemists Association. Surviving are his wife and two sons.

Ray D. Bowen

. . . 75, shoe executive, died recently in Los Angeles, Cal. He was a retired executive of Florsheim Shoe Co., and had been active in the shoe manufacturing industry for many years. He leaves his wife, Gertrude.

Alfred E. Lambert

. . . 73, retired wood beel manufacturer, died Sept. 19 at his home in Haverhill. A native of Canada, he had lived in Haverhill for the past 55 years and was active there in the wood heel manufacturing industry until his retirement about 15 years ago. He was manager of Pentucket Wood Heel Co. for several years and one time owner of Lamson Wood Heel Co. there. Surviving are his wife, Blanche; three sons, Lionel, Edmond and Alfred; three daughters, Mrs. Clarence Marcotte, Mrs. Robert LeJoy and Miss Alma; two brothers and 15 grandchildren

Thomas Monroe

... 78, retired leather dealer, died recently at his home in Haverhill after a short illness. He was active in the leather industry for many years around Haverhill before retiring several years ago. He leaves his wife, Flora; two sons, Alfred H. and Darrell F., a daughter, Mrs. Harold L. Hall; and four grandchildren.

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